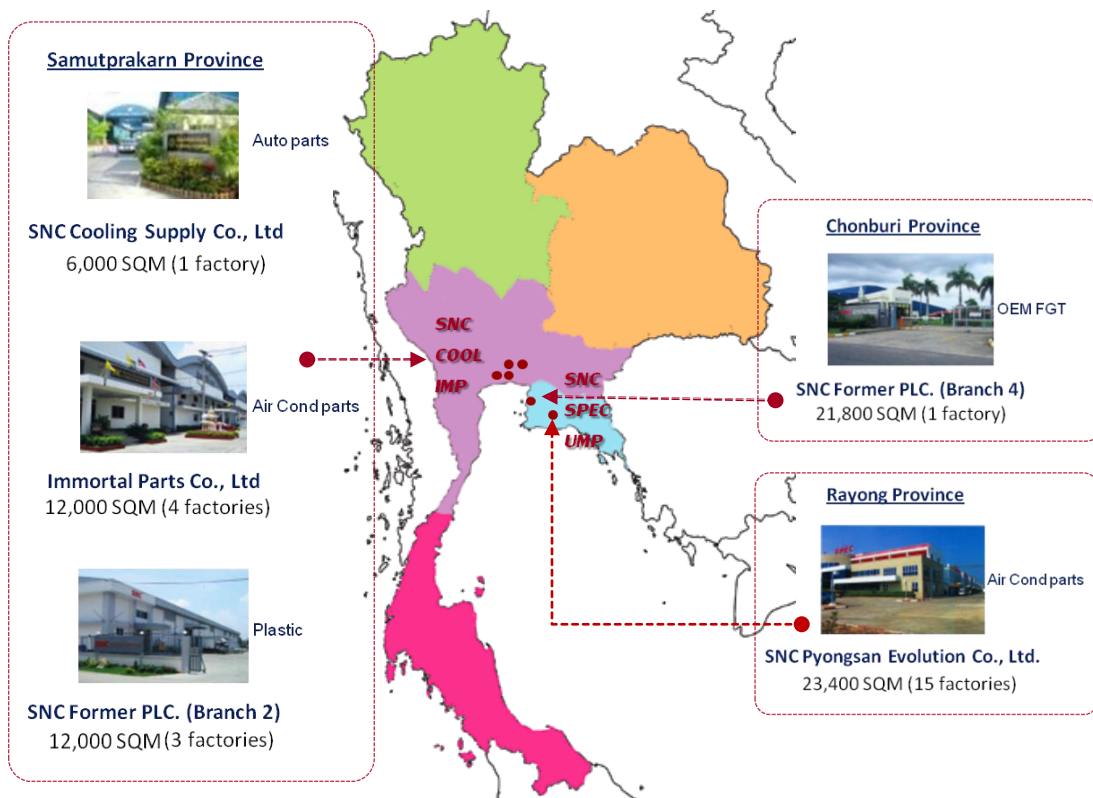


SNC

Super Convenience Store



The International Leader in

Manufacturing of Industrial Components & Parts
Automobile Parts, Air Conditioner Parts, Electronic Parts,
Electrical Appliances Parts

*** Copper & Steel Pipe / Metal Sheet Fabrication ***
*** Plastic Injection / Heat Exchanger Fabrication ***

**OEM (Original Equipment Manufacturer),
ODM (Original Design Manufacturer)
& Pre Assembly**

Air Conditioners, Freezers and Other Electrical Appliances

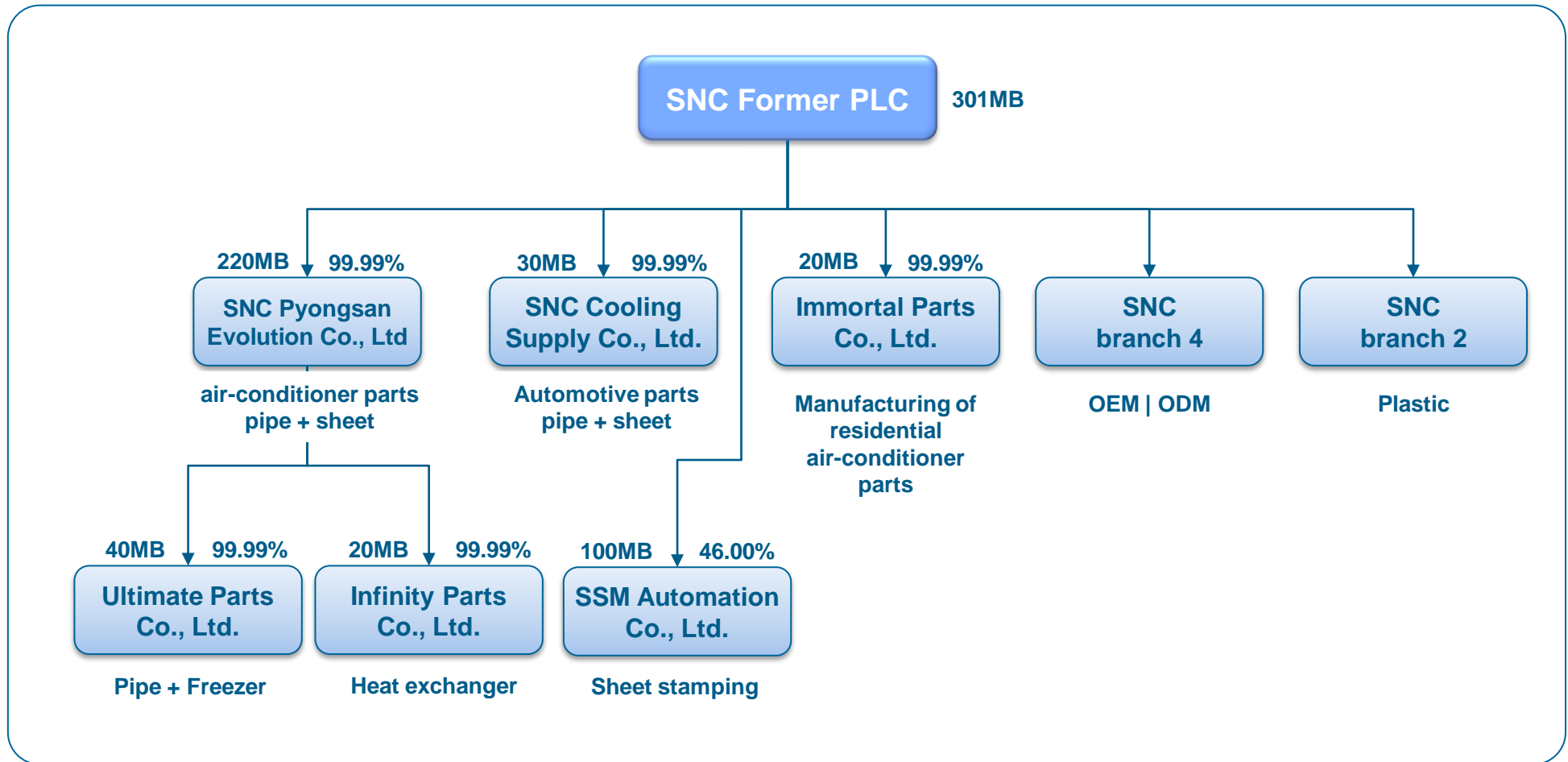
SNC Group Structure

Industry
Overview

Company
Overview

Financial
Highlight

Strategic
Expansion



Demand Overview

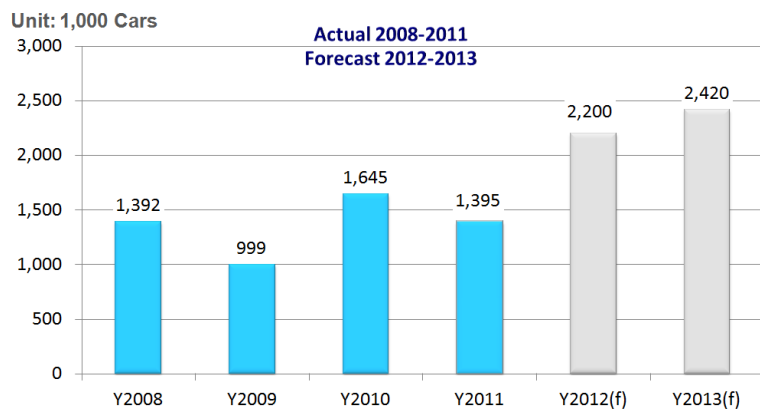
Industry
Overview

Company
Overview

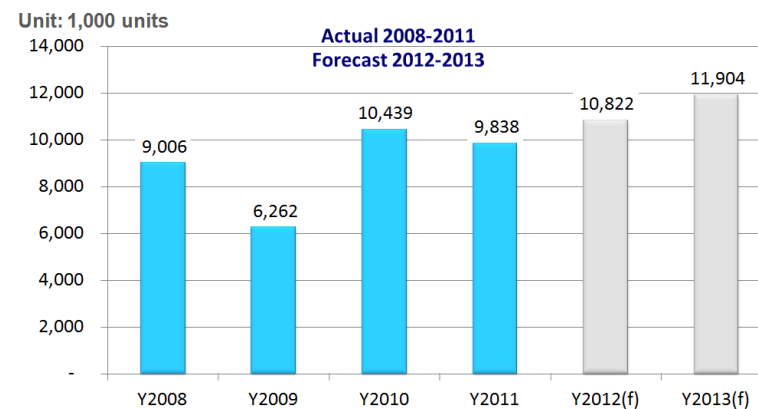
Financial
Highlight

Strategic
Expansion

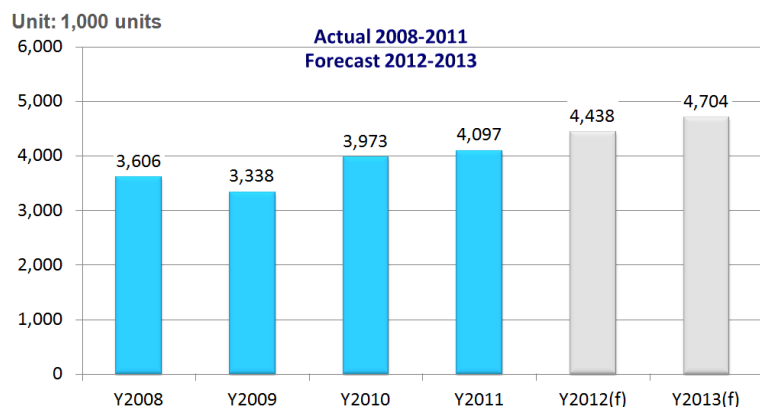
Automobile manufacturing in Thailand



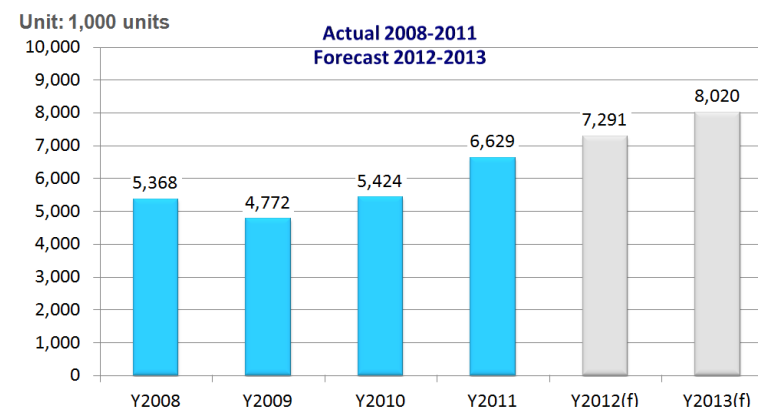
Air-conditioner manufacturing in Thailand



Refrigerator manufacturing in Thailand



Laundry manufacturing in Thailand



Source : estimated by SNC

SNC

SNC Customers

Industry
Overview

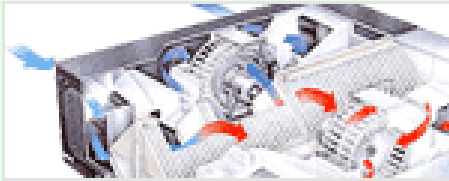
Company
Overview

Financial
Highlight

Strategic
Expansion

Air Conditioner

- Residential Air Conditioner Parts
- Assemblies (OEM & ODM)



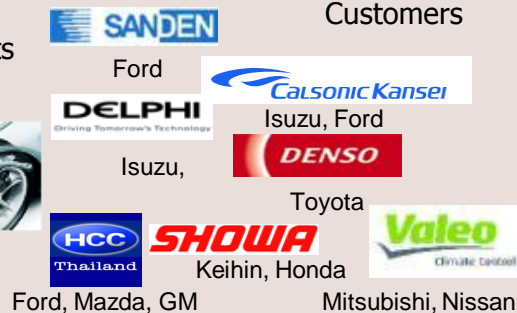
Plastic (Electrical appliances)

- Electrical appliances Parts



Automotive

- Automotive Parts
- Assemblies



Customers

End Users



Motorcycle

- Motorcycle Plastic Parts



Compressor

- Compressor Parts



Food Processing Equipment

- ODM



Metal Sheet

- Assemblies



SNC

SNC products

Industry
Overview

Company
Overview

Financial
Highlight

Strategic
Expansion

Air Conditioner

- Residential Air Conditioner Parts
- Assemblies (OEM & ODM)



Plastic (Electrical appliances)

- Electrical appliances Parts



Automotive

- Automotive Parts
- Assemblies



Car

- Plastic Parts



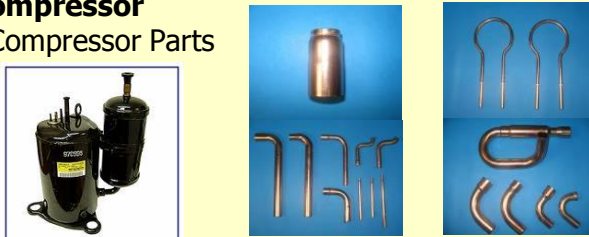
Motorcycle

- Motorcycle Plastic Parts



Compressor

- Compressor Parts



Food Processing Equipment

- ODM



Metal Sheet

- Assemblies



SNC Capacities

Industry
Overview

Company
Overview

Financial
Highlight

Strategic
Expansion

Capacity	2008 units	2009 units	2010 units	2011 units
Automotive air conditioning parts				
Capacity	14,500,000	15,000,000	22,550,000	30,000,000
Utilization	10,195,173	8,616,620	15,775,584	21,000,000
Utilization rate	70%	57%	70%	70%
Residential air conditioning parts				
Capacity	35,657,143	44,898,903	58,339,591	73,110,000
Utilization	22,743,180	25,517,992	43,206,968	51,817,000
Utilization rate	64%	57%	74%	71%
Compressor parts				
Capacity	36,000,000	36,000,000	36,000,000	36,000,000
Utilization	21,600,000	20,000,000	28,800,000	30,000,000
Utilization rate	60%	56%	80%	83%
Metal sheet				
Capacity	16,430,000	18,830,000	18,830,000	28,913,000
Utilization	8,430,066	12,212,487	15,392,361	22,121,979
Utilization rate	51%	65%	82%	77%
Freezer				
Capacity	24	24	24	24
Utilization	6	4	16	20
Utilization rate	25%	17%	67%	83%

Capacity	2008 units	2009 units	2010 units	2011 units
Mould, jig, machinery				
Capacity	200	200	200	200
Utilization	117	169	132	150
Utilization rate	59%	85%	66%	75%
OEM for residential air conditioning				
Capacity	1,274,000	1,584,000	1,728,000	1,824,000
Utilization	356,693	590,917	972,317	1,148,463
Utilization rate	28%	37%	56%	63%
Heat Exchanger				
Capacity	360,000	400,000	1,250,000	1,260,000
Utilization	-	80,261	392,906	840,000
Utilization rate	0%	20%	31%	67%
Plastic				
Capacity	-	-	24,000,000	27,495,000
Utilization	-	-	17,430,000	22,086,734
Utilization rate	-	-	73%	80%

SNC GROUP

Chairman of the Executive Committee
Dr.Somchai Thaisa-nguanvorakul



Dr. Somchai has been leading SNC Group for more than 15 years. Under his management, SNC has grown its revenues from 4,021 MB in 2008 to 8,324 MB in 2011

SNC

Mr.Samitt
(Vice CoEC & MD)



Mr.Kodama (Co.MD)

SPEC

Mr.Somboon
(Vice CoEC & MD)



Mr.Kim (Co.MD)

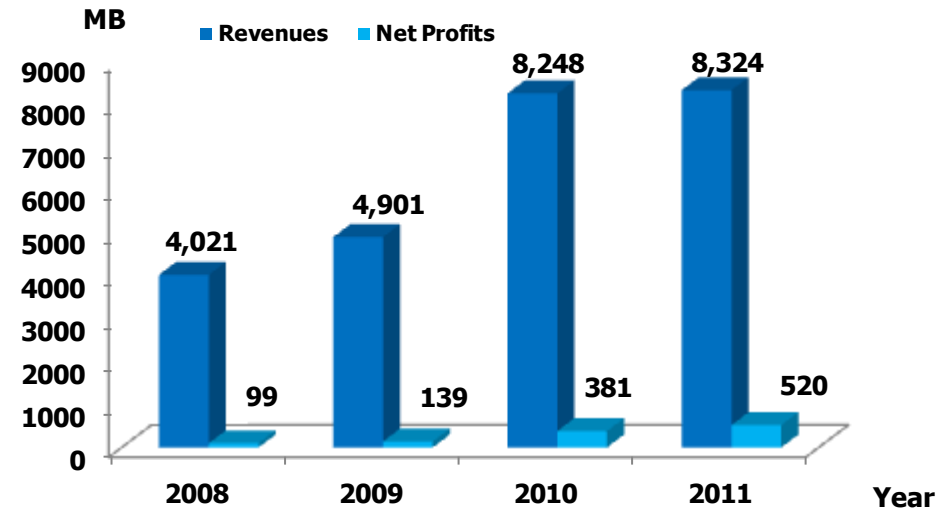
SNC (B4)

Mr.Somchai N.
(MD)



Mr.Takahashi (Co.MD)

SNC Revenue & Net Profits



Financial Highlight

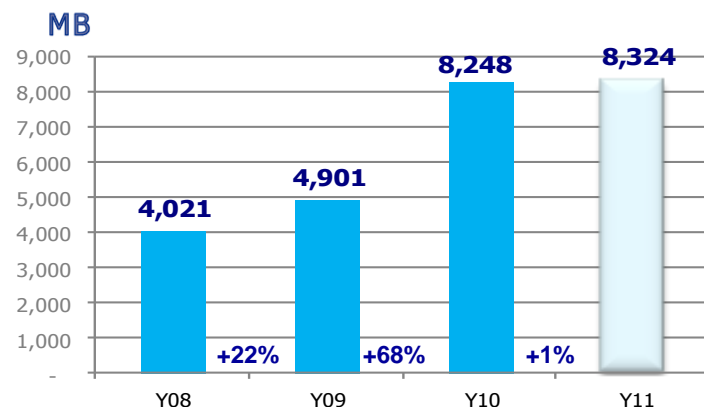
Industry
Overview

Company
Overview

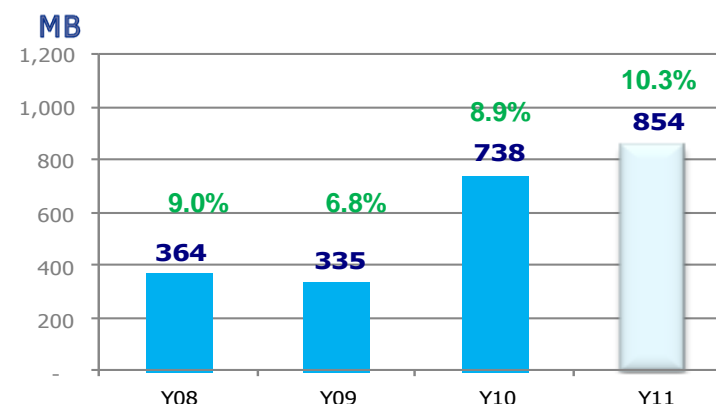
Financial
Highlight

Strategic
Expansion

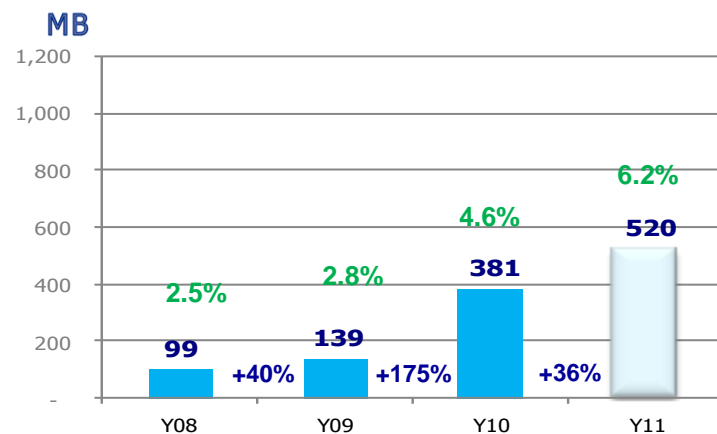
Sales



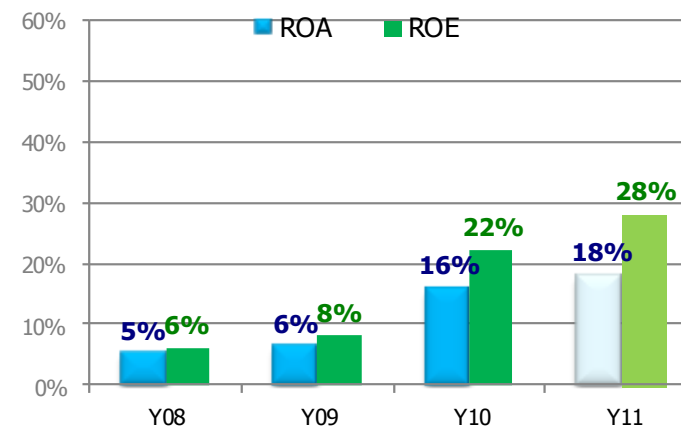
Gross Profit & Gross Profit Margin



Net Profit & Net Profit Margin



ROA & ROE



Financial Highlight (Cont'd)

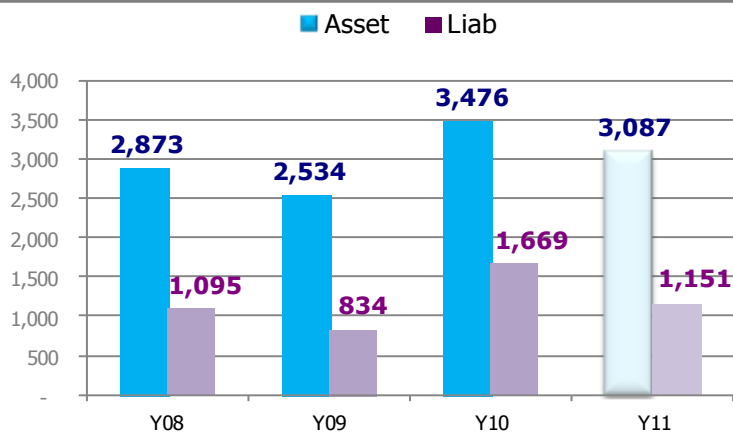
Industry
Overview

Company
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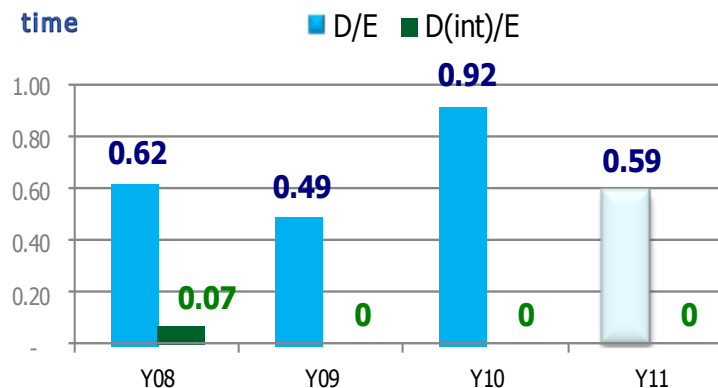
Financial
Highlight

Strategic
Expansion

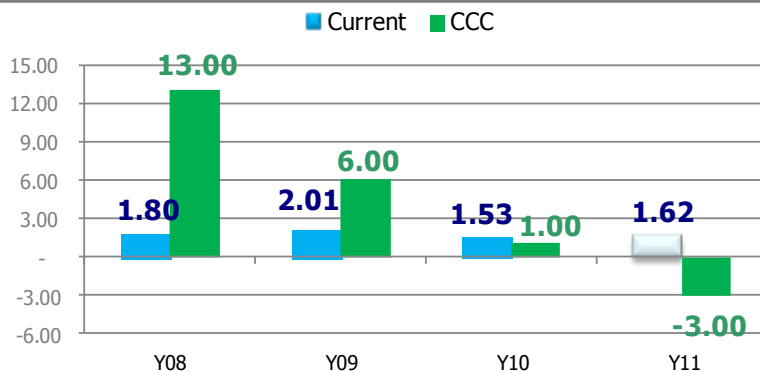
Total Assets, Liabilities



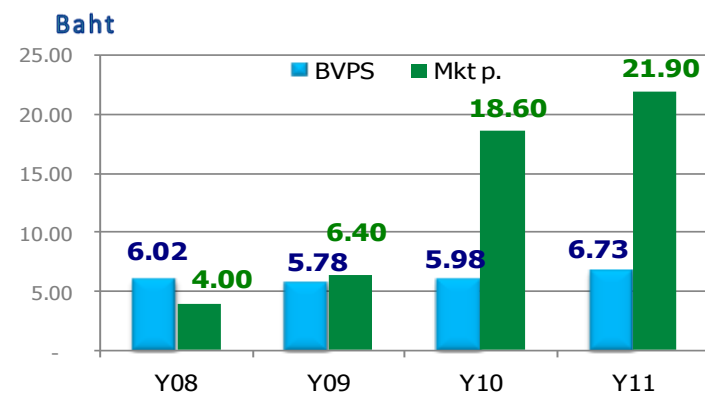
Total liabilities/Total Equity



Liquidity Ratio



BVPS & Market price



SNC Strategic Expansion

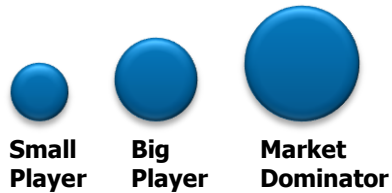
Industry
Overview








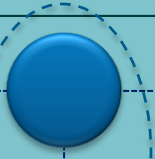





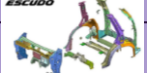
Company
Overview

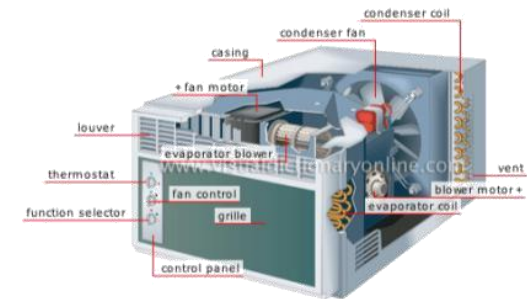
Financial
Highlight

Strategic
Expansion

SNC is planning to concentrate its business expansion in residential air conditioner in order to get the maximum benefit from economy of scale



	Automotive Air Conditioner	Residential Air Conditioner	Compressor	Freezer	Metal Sheet	Plastic (electrical appliances)
Material Supplier						
Part Supplier						
Manufacture (OEM & ODM)						



Residential Air Conditioner Parts	Cost in Percentage	SNC Current Capability	SNC Future Capability
Pipe (Copper)	10%	10%	10%
Heat Exchange	20%	8%	20%
Plastic	15%	2%	10%
Sheet Metal (Iron)	15%	8%	15%
Compressor	30%	0%	0%
Electronics	5%	0%	5%
Motor	5%	0%	0%
Total	100%	28%	60%

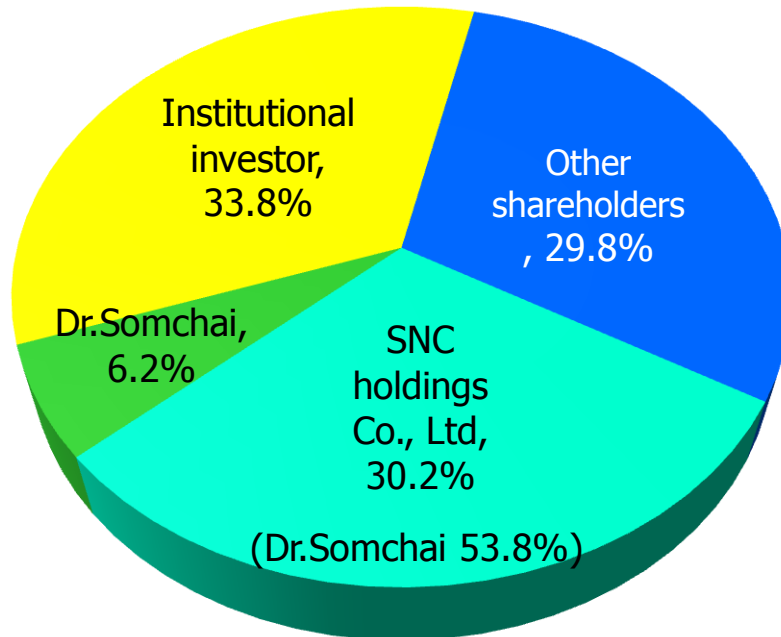
Other information

Industry
Overview

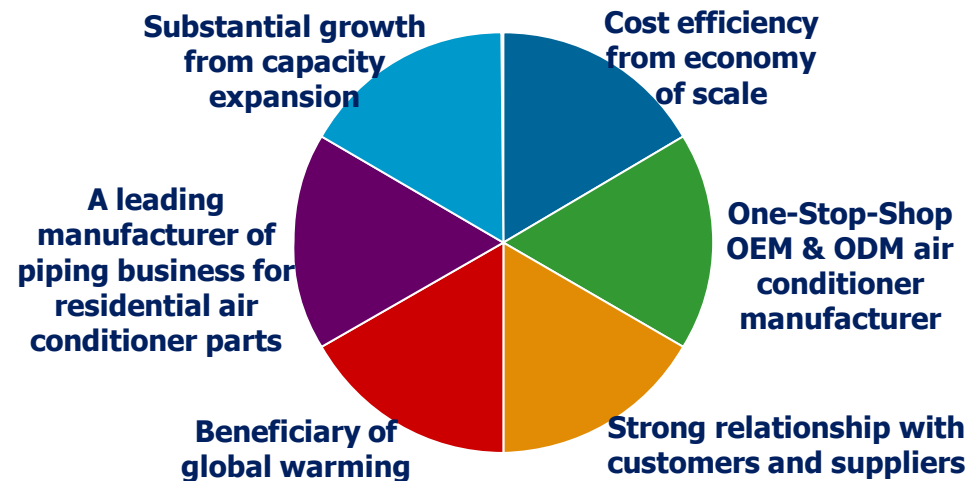
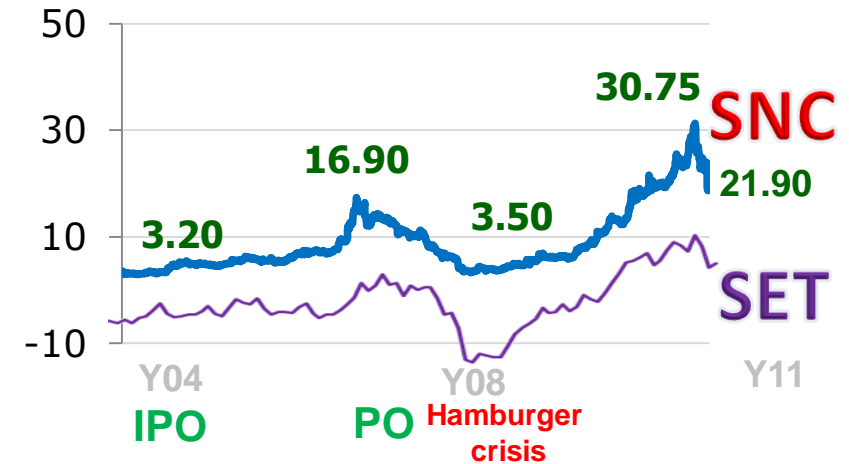
Company
Overview

Financial
Highlight

Strategic
Expansion



Source : Thailand Securities Depository
last update as of Mar19, 2012



SNC

THANK YOU